

# Khushboo Singh

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## Senior Project Manager and Product Owner

AWS Certified Cloud Practitioner | Certified Scrum Product Owner

### EXECUTIVE SUMMARY

#### CORE COMPETENCIES

- Product Management
- Project Management
- Vision & Mission Execution
- Portfolio Growth Strategy
- Life-Cycle Management
- Cross-Functional Coordination
- Internal & External Relationship Management

- ◆ Result-oriented Project and Product Manager with in-depth experience delivering products and projects resulting in increased top line as well as improving bottom line through efficient portfolio management.

#### Foster productive relationships with partners, clients, and stakeholders

- ◆ Proven success leading, developing, and empowering high-performing individuals and teams.
- ◆ Superior business acumen with exceptional problem-solving, decision-making, and communication skills.

### PROFESSIONAL EXPERIENCE

Hilti 2017–Present

*Founded in 1941, Hilti develops products and solutions that drive productivity, sustainability, and safety in the construction industry; employs more than 33,000 people in more than 120 countries.*

Hilti United Kingdom | Feb 2022 – Nov 2023

#### Regional Sales Manager, North England

- **37.5% key strategic multi-year contract growth achieved** by leading team of 7 account managers to double digit revenue growth and overall contract values to **£1.5M+**.
- **70% gross margins and sustainable growth ensured** amidst inflationary pressures, leading a **10-person Regional Team** to manage P&L while collaborating with Finance, Marketing, Pricing, HR, and Training.
- Coached, mentored, and **professionally developed 14 team members** to attain desired roles, garner promotions, and grow professionally while setting up 60%+ of entire team for future success.

Hilti North America | Texas, USA | Sep 2019–Jan 2022

#### Regional Product Manager (US & Canada)

- **Led launch concepts and launch execution** of more than 20 products as part of biggest product launch in company's 80+ year history. Recognized globally for increased contributions.
- **\$1M+ annual top line increase achieved per product launch** by managing end-to-end product introduction for 2000+ sales team while collaborating with global business units, marketing, and finance teams.
- **Recognized as Marketing Team Outstanding Contributor** by setting new benchmark for product launches.
- **Strengthened data-driven decision making** by developing Power BI reports to monitor trends which enabled maintaining margins over 65% through price steering, and product positioning.
- **Developed and executed SaaS multi-channel product strategy** for 100+ stores and online websites for selling solution packages and subscriptions to customers to optimize business processes.

Hilti Group | India, Singapore, Russia | June 2017–Aug 2019

#### Global Outperformer Trainee | Diverse Assignments (Singapore, India & Russia)

- **Achieved 25% sales growth (INR 2M)** first year, earning top sales ranking among 600+ account managers.
- **Executed 9 country unified Product Lifecycle Management Process** managed through APAC hub and delivering dashboards to measure KPIs for steering and future planning in APAC markets.
- **Delivered Steering Plan**, perfecting execution of strategic initiatives based on **quantitative data analysis** from multiples sources while **collecting qualitative data** from field research in Russian market.

Lixil International Pte. Ltd. | Singapore

Jan 2017–Mar 2017

**Intern (Strategic Marketing)**

- Developed IPO Management System and conducted IPO audit, resulting in minimum 10% cost savings by implementing a regional procurement strategy and framework.

NMDC Limited | India

Sep 2012–Jun 2016

*Incorporated in 1958 as a Government of India public enterprise, NMDC is India's largest producer of iron ore.*

**Deputy Manager (Safety)** | Jun 2015–Jun 2016

- **Monitored safety KPIs of 2800 employees** across four mines by reporting directly to regulatory body and implementing proactive safety measures to transition from "Zero Accidents" to "Zero Unsafe Acts."

**Assistant Manager-Planning** | Sep 2012–Jun 2015

- **Prepared US \$2M+ Annual Maintenance Plan** for plant equipment, minimizing unplanned breakdowns.
- **Managed \$2.5M projects**, launching and commissioning heavy-duty machinery at ore processing plant.

## EDUCATION & PROFESSIONAL DEVELOPMENT

**Management Program in Strategy, Finance, Digital Marketing, Leadership**

2018

IMD, Lausanne | Sponsored by Hilti Group

**Master of Business Administration**

2016–2017

Nanyang Technological University, Singapore

- Nanyang Emerging Market Leader Scholarship recipient for the full program
- Dell Young Business Leaders Challenge winner

**Bachelor of Technology**

Indian Institute of Technology (IIT), India

2008–2012

- Top 2% of 300,000+ IIT entrance exam candidates.
- Recipient of IIT merit-based scholarship (tuition waiver) for entire undergraduate program.

## SKILLS

Cloud Computing: **AWS Cloud Infrastructure** knowledge with proficiency in services like Lambda, EC2, S3, DynamoDB, CloudWatch, CloudFormation, IAM

Language: **Python**

Agile project Management tool: **JIRA**